



VON ARDENNE

TECHNICAL SALES MANAGER (m/f/d)

on International Assignment

 VON ARDENNE North America, Inc.  located in the U.S.  immediately

VON ARDENNE develops and manufactures industrial equipment for vacuum coatings on materials such as glass, wafers, metal strip, and polymer films. These coatings give the surfaces new functional properties and can be between one nanometer and a few micrometers thin, depending on the application.

Located in Perrysburg, OH, VON ARDENNE North America, Inc. is the only wholly-owned subsidiary of VON ARDENNE GmbH (Germany) in North America. The main business of the subsidiary includes equipment sales activities for architectural glass coatings, solar photovoltaics, precision optics, and other applications, as well as maintenance service and spare parts sales, support for project installations, and commissioning of VON ARDENNE coating systems.



VERSATILE PERSPECTIVES

You will be a core member of the VON ARDENNE North America Sales Team. This includes generating revenue through actively promoting, marketing, and selling VON ARDENNE coating systems to all industries. You will be responsible for effectively communicating customer expectations and technical requirements to sales, product, and technology teams of the respective industry management within the VON ARDENNE Headquarters. You will be required to identify, establish, and maintain strong relationships with industry influencers and strategic partners. In addition, your responsibilities will include the following:



TAKING RESPONSIBILITY TOGETHER

- Developing and revising equipment (and upgrade) sales proposals and quotations in close collaboration with the respective industry at VON ARDENNE Headquarters
- Identifying market/customer needs/technical requirements and deriving appropriate product development needs for VON ARDENNE Headquarters
- Calculating budgetary prices and understanding the costs associated with the sales
- Preparing periodic sales reports showing sales volume, potential sales, and areas of proposed client base expansion
- Creating and implementing sales arguments, documents, and pricing strategies
- Monitoring competitors and new market entrants' strategies and products, sales revenue, and marketing activities
- Establishing and maintaining an excellent corporate image at customer visits, trade shows/conferences, and in any communication
- Supporting the respective Business Area at VON ARDENNE Headquarters in developing programs that increase equipment and upgrade annual sales revenue
- Significant travel, including international, is required



BRING IN YOUR OWN COMPETENCIES

- You have, at a minimum, a Bachelor's Degree in Business, Management, or Engineering/Technology
- At least five (5) years of international B2B capital equipment sales experience
- In-depth knowledge of the vacuum coating market and the challenges associated with it, whereby you are also familiar with promising technologies
- A strong customer orientation in combination with convincing sales and conceptual skills
- Self-motivated and striving to succeed in a competitive environment, combined with intercultural competence and an enjoyment of extensive national and international travel
- A familiarity with public relations, including global association work and international presentations and conferences

PREFERRED QUALIFICATIONS

- Master's degree preferred
- At least 8 years of international B2B capital equipment sales experience
- Experience working in a multinational environment

Are you interested?

Then we look forward to receiving your application. You can find the internal job market on the intranet and submit your application documents (resume and cover letter) by clicking the "-> Apply now" button.



Do you have any questions?

Please feel free to contact us.
Department: Daniel Radach
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